

Message Text

CONFIDENTIAL

PAGE 01 GEORGE 00289 010036Z

61

ACTION ARA-10

INFO OCT-01 ISO-00 SS-15 SP-02 EB-07 INR-07 L-02 /044 W

----- 104406

P 281459Z FEB 75

FM AMEMBASSY GEORGETOWN

TO SECSTATE WASHDC PRIORITY 911

C O N F I D E N T I A L GEORGETOWN 0289

STADIS//////////

FOR ASST. SECY ROGERS FROM AMBASSADOR

E.O. 11652: GDS

TAGS: PFOR, XL

SUBJECT: THOUGHTS ON "NEW DIALOGUE"

REF: TELECON HIGH/KREBS

1. MY NOTES OF JAN 6 SESSION WITH SECRETARY KISSINGER INDICATE HE ASKED THE CHIEFS OF MISSION TO COME FORWARD WITH IDEAS ON HOW TO DEAL WITH QUOTE DILEMMA OF NEW DIALOGUE UNQUOTE, ADDRESSING SPECIFICALLY (1) WHAT IS EGREGIOUSLY WRONG WITH IT, (2) WHAT IS MOST OBJECTIONABLE ABOUT IT TO LA'S, AND (3) WHERE SHOULD IT BE HEADED?

2. WHAT IS WRONG WITH DIALOGUE? ACTUALLY NOTHING, PROVIDED WE HAVE A CLEAR IDEA OF WHAT WE WANT IT TO ACHIEVE , DONT OVERSELL OURSELVES ON POTENTIAL FOR IMMEDIATE RESULTS, OR ALLOW LA'S TO SPIN ILLUSIONS THAT DIALOGUE IS EUPHEMISM FOR AVALANCHE OF GOODIES FROM YANKEE UNCLE. THERE IS ROOM TO DOUBT WHETHER OUR AIMS HAVE BEEN ADEQUATELY DEFINED (SEE PARAS 4-6 BELOW), BUT CERTAINLY DIALOGUE IS APPROPRIATE DEVICE AND SYMBOL FOR TRANSITION FROM OLD PATRON/CLIENT RELATIONSHIP TO NEW BASIS. DILEMMA ARISES FROM FACT THAT MOST LA'S STILL LACK SUFFICIENT MATURITY TO COPE WITH THIS CONCEPT,AND ADDITIONAL FACT THAT EXTREME DIVERSITIES OF SIZE, DEVELOPMENT,AND BASIC INTERESTS AMONG LA'S WILL REQUIRE TIME AND A REAL ACT OF FAITH TO ACHIEVE CONSENSUS ON COMMON APPROACH TO TO RELATIONS WITH USG OTHER THAN STERILE CONFRON-
CONFIDENTIAL

CONFIDENTIAL

PAGE 02 GEORGE 00289 010036Z

TATION.

3. WHAT IS OBJECTIONABLE ABOUT DIALOGUE TO LA'S?

ALTHOUGH NOT ARTICULATED, PROBABLY FOR MOST LA'S IT IS UNCERTAINTY ABOUT USG MOTIVES AND OBJECTIVES. REACTION TO OUR POSTURE AT QUITO IS EXAMPLE OF THIS PHENOMENON. ANOTHER POTENTIAL IRRITANT DERIVES FROM SECRETARY'S PERSONAL ROLE IN LAUNCHING NEW DIALOGUE AND WHAT LA'S HAVE SEEN HIM ACCOMPLISH IN MIDDLE EAST. UNCERTAINTY WILL BE AUGMENTED, AND VANITY HURT, IF LA'S BELIEVE SECRETARY HAS LOST, OR IS LOSING, INTEREST. AND NO MATTER WHAT FRUITS BLOSSOM ON VINE OF NEW DIALOGUE, THEY WILL TASTE SOUR TO LA'S ALONGSIDE WHAT THEY WILL INEVITABLY REGARD AS "MIRACLE HARVEST" OF USG EFFORTS IN OTHER AREAS.

4. WHERE SHOULD DIALOGUE BE HEADED? ABORTION OF BUENOS AIRES

MEETING IS PROBABLY A BLESSING, SINCE IT SEEMED LIKELY MEETING WOULD PRODUCE FURTHER DRIFT TOWARD CONFRONTATION RATHER THAN ADVANCE TOWARD EXCHANGE OF CONSTRUCTIVE IDEAS. WHILE LA'S ARE RECOVERING FROM EMOTIONAL BINGE OVER TRADE ACT, WE WILL HAVE TIME TO PONDER FURTHER WHAT WE WANT DIALOGUE TO ACHIEVE.

ONE MAJOR ISSUE WHICH APPARENTLY NEEDS FURTHER ANALYSIS IS TO WHAT EXTENT WE SHOULD CONCENTRATE OUR DEALINGS WITH LA'S IN MULTILATERAL FRAMEWORK. INCREASINGLY, OAS AND OTHER MULTILATERAL FORUMS ARE PRODUCING ONE-DIMENSIONAL LA SOLIDARITY--I.E; AGAINST U.S.

THERE IS SERIOUS QUESTION WHETHER LA'S ARE PRESENTLY CAPABLE OF UNITING ON ANYTHING EXCEPT CONFRONTATION WITH U.S. DEALING ON BILATERAL BASIS IS NOT SATISFACTORY LONG-TERM ALTERNATIVE, BUT FOR AT LEAST NEXT FIVE YEARS WE WOULD DO WELL TO KEEP OUR BILATERAL CONTACTS BURNISHED. IN FACT, WE MAY FIND DIALOGUE WITH SELECTED LEADER (MAINLY MODERATES) AMONG LA'S IS MOST EFFECTIVE MEANS OF ADVANCING TOWARD NEW RELATIONSHIP. AS COROLLARY, WE SHOULD NOT RELY TOO HEAVILY ON OAS, EXCEPT FOR ESSENTIALLY TECHNICAL MATTERS, NOR SHOULD WE EXPEND EFFORT ON MAKING OAS MEMBERSHIP UNIVERSAL (E.G. GUYANA), SINCE PROSPECTIVE NEW MEMBERS CAN ONLY ADD TO DIVISIONS WITHIN OAS AND TO OVERALL CONFRONTATION WITH U.S.

5. IN ASSESSING WHAT OUR OBJECTIVES SHOULD BE IN LA,

SUGGEST WE START FROM CLEAN SLATE, TRYING SO FAR AS POSSIBLE TO SHED THE DEAD WEIGHT OF TRADITIONAL CONCEPTS AND ROLES. ASSUME WE OWE LA NOTHING AND VICE VERSA. DEFINE OUR INTERESTS

CONFIDENTIAL

CONFIDENTIAL

PAGE 03 GEORGE 00289 010036Z

PRECISELY AND IDENTIFY POSSIBLE TRADE-OFFS WITH LA INTERESTS, TO BE DEALT WITH ON STRICT QUID PRO QUO BASIS. THE AIM OF THIS ANALYSIS SHOULD BE TO DETERMINE WHETHER THERE IS IN FACT A BASIS FOR A QUOTE SPECIAL RELATIONSHIP UNQUOTE WITH LA, AND ON WHAT TERMS.

6. FOR PRESENT, THERE ARE PROBABLY ONLY A FEW LA'S WITH WHICH OUR INTERESTS OVERLAP SUFFICIENTLY TO WARRANT PURSUIT OF A CONCERNED COLLABORATION. HOWEVER, WITH TIME AND AN ACTIVE PROGRAM OF BILATERAL

CONTACTS, THE LIST SHOULD GROW, ESPECIALLY IF WE ARE CONSISTENT IN REWARDING FRIENDLY BEHAVIOR. WHETHER THIS PROCESS SHOULD LEAD EVENTUALLY TO SOME FORM OF A QUOTE BLOC UNQUOTE RELATIONSHIP BETWEEN U.S. AND LA CAN BE DETERMINED AT A LATER STAGE. FOR MEDIUM TERM, WE WILL BE WELL SERVED IF WE CAN REACH A STABLE COLLABORATIVE BASE WITH TWO OR THREE OF THE MAJOR LA'S (WHICH ITSELF WOULD MUARANTEE ADHESION OF MOST OF THE SMALLER AND LESS DEVELOPED LA'S).

KREBS

CONFIDENTIAL

NNN

Message Attributes

Automatic Decaptioning: Z
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: FOREIGN RELATIONS, REPORTS, FOREIGN POLICY POSITION
Control Number: n/a
Copy: SINGLE
Draft Date: 28 FEB 1975
Decaption Date: 28 MAY 2004
Decaption Note: 25 YEAR REVIEW
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: GolinoFR
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975GEORGE00289
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: D750071-1086
From: GEORGETOWN
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t1975024/aaaaactf.tel
Line Count: 124
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION ARA
Original Classification: CONFIDENTIAL
Original Handling Restrictions: STADIS
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: STADIS
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: GolinoFR
Review Comment: n/a
Review Content Flags:
Review Date: 03 SEP 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <03 SEP 2003 by CunninFX>; APPROVED <04 SEP 2003 by GolinoFR>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: THOUGHTS ON "NEW DIALOGUE"
TAGS: PFOR, XM, US
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006